

Venice, July 24 through 28, 2017

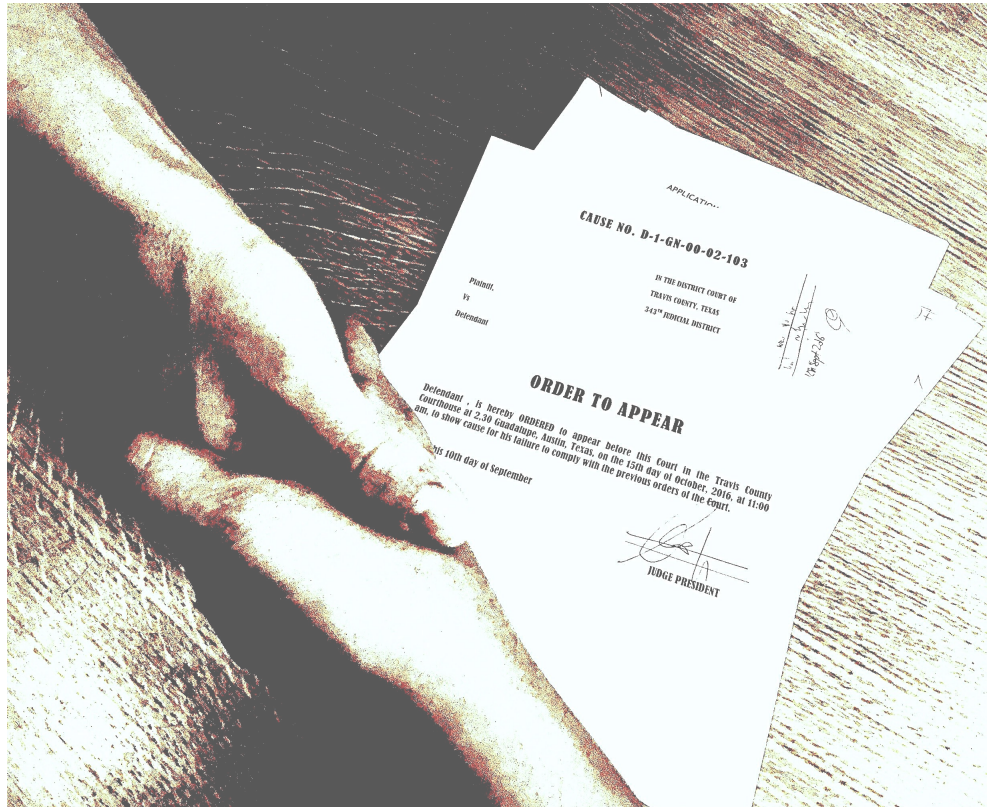
# EMPOWERING NEGOTIATION

## New Tools for Your Conflict and Negotiation Skills

QUADRA - ISCT  
SUMMER SCHOOL  
ON CONFLICT  
AND NEGOTIATION

QUADRA

alternative dispute resolution



## 2017 QUADRA - ISCT Summer School on Conflict and Negotiation

ADR QUADRA and the ISCT (Institute for the Study of Conflict Transformation), are pleased to present the first edition of **QUADRA Summer School on Conflict and Negotiation**.

The Summer School will be held during the last week of July 2017 (5 days Monday 24th through Friday 28th, 9am to 5pm), and will focus on new negotiations techniques in various settings.

The venue will be in **Venice, Italy**, so the delegates and their accompanying persons will have a unique opportunity to make a great vacation out of it.

### Who May Be Interested

Anyone who wants to enhance his/her negotiation skills or works in an organization which desires to improve the quality of persons' interpersonal interaction.

### Working Language

English



Unlike most of other training courses on negotiation, our Summer School will focus on an analysis of negotiation from a particular point of view, i.e. **the quality of the interaction between negotiators.**

We assume, in fact, that negotiation is conflict at base, and negotiators need first not to be trapped in the typical destructive conflict dynamics affecting their interaction.

The aim of the Summer School is to help the participants to reflect on these dynamics, to be able to find the resources to get to, and maintain an interaction that may be conducive of rational choices.

To attend the Summer School is a unique opportunity to share some thought-provoking days of studies with the scholars and practitioners active in the field, in one of the most beautiful and fascinating cities of the world.

### Learning outcomes

Delegates will interactively explore and enhance their skills in the following topics:

- Interpersonal Conflict Dynamics; Negotiation Basics
- Negotiation Strategies Applied (Business, Workplace, Legal, Personal & Family, Team Conflict Management);
- Team Building;
- Dealing with Conflicts by making recourse to a third party facilitator

### Trainers

#### Joseph P. Folger

Prof Folger is a Professor of Adult and Organizational Communication at Temple University in Philadelphia. He is currently chair of the Policy, Organizational and Leadership Studies Department.

One of the founder of the Institute for the Study of Conflict Transformation (ISCT), he is also a senior consultant with Communication Research Associates, where he conducts communication skills training, coaching and conflict intervention.



Prof Folger has worked extensively as a third party intervener and mediator in organizational, community and family disputes. He has been the program chair for the National Conference on Peacemaking and Conflict Resolution and has helped to establish several major conflict intervention programs.

Prof. Folger has published extensively in the area of communication, conflict and mediation. His recent books include the award-winning volumes *Working through Conflict: Strategies for Relationships, Groups and Organizations* (with S. Poole and R.K. Stutman) and *The Promise of Mediation: Responding to Conflict through Empowerment and Recognition* (with R.A.B. Bush).

He has also published numerous research articles as well as the edited volume, *New directions in mediation* (with T. S. Jones). Most recently he completed a two-year mediation training development project funded by the Hewlett and Surdna Foundations. He is also co-editor, with R.A.B. Bush of the new publication, *Designing Mediation: Approaches to Training and Practice within a Transformative Framework* (Institute for the Study of Conflict Transformation, 2001).

### **Carlo Mosca**

An Italian attorney, an arbitrator, a mediator and a trainer on ADR, and international business topics; Certified IMI Mediator, Certified Transformative Mediator; Qualified Transformative Mediators' Assessor.

Training and Managing director of QUADRA

Member of the board of directors of ISCT – Institute for the Study of Conflict Transformation.

Member of ACR (Association for Conflict Resolution), ITAA (International Transactional Association), ICC Italy, AIA (Italian Arbitration Association).

He has published various books in the conflict area; Editor of the Italian edition of 2010 Bush, Folger, Della Noce, *Transformative Mediation: The Sourcebook*.

### **Jane Gunn**

A highly experienced lawyer and mediator who specializes in complex and highly emotive cases. She was accredited in 1996 (CEDR) and has recently been made a Mediator Fellow of the Chartered Institute of Arbitrators. In the conflict area, She is author of *How to Beat Bedlam in the Boardroom and Boredom in the Bedroom*.



### **Angela Gaspar**

She works in the National Health Service (England) and runs a comprehensive staff support service for 10,000 healthcare staff over 3 major hospitals. The service includes an in-house transformative mediation service, staffed by 20 volunteer mediators who are healthcare professionals. The service offers group and individual mediation and also training for managers: 'Responding Effectively to Conflict'. Angie has over 30 years experience in healthcare, community social work and development and mental health services in the public and voluntary sectors. She has been a humanistic psychotherapist for nearly three decades and has a master's degree in conflict resolution. Angie's particular interest is in practice development-how we grow and develop in often complex roles by linking theory and practice through reflective practice and practitioner support networks. Angie is a Board member of the Institute for the Study of Conflict Transformation.

### **Silvana Dalla Bontà**

She is a Senior Researcher of Civil Procedure at the University of Trento, Faculty of Law where she teaches European and Comparative Civil Procedure and Negotiation & Mediation in Civil and Commercial Matters.

She is the coordinator of the Research Group on Negotiation & Mediation at the University of Trento, Faculty of Law, which is composed of various certified mediators and negotiators. Since 2010 she has been a coach of teams of students who compete at the Italian Mediation Competition organized by the Arbitration Chamber of Milan and at the ICC Mediation Competition in Paris. She has coordinated various events on the ADR methods to boost the awareness and to promote the use of mediation and negotiation to solve civil and commercial conflicts.

The teams of students whom she coached have won first place at the Italian Mediation Competition three times (editions of 2014, 2015 and 2016).

### **Program**

**Day 1** (Monday July the 24th, 2017)  
THE BASICS OF THE 'EMPOWERING NEGOTIATION'  
with Joseph P. Folger and Carlo Mosca



**Day 2** (Tuesday July the 25th, 2017)

WORKPLACE NEGOTIATION

with Joseph P. Folger and Jane Gunn

BUSINESS NEGOTIATION

with Jane Gunn and Carlo Mosca

**Day 3** (Wednesday July the 26th, 2017)

LEGAL NEGOTIATION

with Jane Gunn and Silvana Dalla Bontà

TEAM BUILDING

Activity afternoon

**Day 4** (Thursday July the 27th, 2017)

TEAM CONFLICT MANAGEMENT

with Joseph P. Folger and Angela Gaspar

PERSONAL & FAMILY NEGOTIATION

with Joseph P. Folger and Angela Gaspar

**Day 5** (Friday July the 28th, 2017)

FACILITATED NEGOTIATION / MEDIATION

with with Joseph P. Folger, Angela Gaspar and Carlo Mosca

**Credits:**

CPD/CLE credits: available subject to relevant professional body accreditation.

ECTS credits: to be quantified

**Costs & Payment**

**Standard application: € 3.900,00 (5 full days, July 24<sup>th</sup> through 28<sup>th</sup>, 2017)**

Costs are net of VAT 22% that will be added in case applicant is a fiscal resident in Italy. They include tuition fees, materials and lunches.



A deposit of € 200,00 per person is to be paid together with application.

**The balance is due upon course confirmation (i.e. after February 1<sup>st</sup>, 2017).**

In case the School is cancelled, any deposit will be returned as paid.

**Deadline for applications:** February 1<sup>st</sup>, 2017

*Contact us for any request, our staff will be at your disposal! You can write at [training@adrquadra.com](mailto:training@adrquadra.com) or you can call +39 (0)422 26 40 26, we are ready to help!*

*QUADRA is the ADR division of Tiaki s.r.l. (Ltd), a company established for designing and implementing conflict management systems in the civil and commercial field, as well as providing world-class training.*

**ADR QUADRA**

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